

Categories	Product Description	Zmanda	Acronis	Veeam	Druva	Commvault	Cohesity
Licensing & pricing	50%+ TCO savings compared to the competition	✓	✗	✗	✗	✗	✗
	Open-source based	✓	✗	✗	✗	✗	✗
	US-based	✓	✗	✓	✓	✓	✓
Support	2x industry average NPS	✓	✗	✗	✗	✗	✗
	24x7 premium support	✓	✓	✓	✓	✓	✓
	Professional services and training	✓	✓	✓	✓	✓	✓
Administration	Easy to administer with modern workflows	✓	✗	✓	✓	✗	✗
	15-minute deployments with scalable scripting & registration	✓	✗	✗	✗	✗	✗
	Auto-updates	✓	✓	✓	✓	✓	✗
	Centralized management with cluster architecture	✓	✓	✓	✓	✓	✓
Workloads	M365	✓	✓	✓	✓	✓	✓
	Windows server and desktop	✓	✓	✓	✓	✓	✓
	VMs	✓	✓	✓	✓	✓	✓
Targets	Backup to disk	✓	✓	✓	✗	✓	✓
	Backup to cloud	✓	✓	✓	✓	✓	✓
Backup features	Backup of NAS appliances	✓	✓	✓	✓	✓	✓
	Less than 1-hour RPO & faster RTO during disaster recovery	✓	✓	✓	✓	✓	✓
	Client-side deduplication	✓	✓	✓	✓	✓	✓
	Automated scheduling	✓	✓	✓	✓	✓	✓
	Forever incremental backups	✓	✓	✓	✓	✓	✓
	Data archival	✓	✓	✓	✓	✓	✓
	Ransomware detection	✓	✓	✓	✓	✓	✓
	Oracle RMAN triggered backups	✓	✓	✓	✓	✓	✓
Security	Role-based access control (RBAC)	✓	✓	✓	✓	✓	✓
	SSO-enabled	✓	✓	✓	✓	✓	✓
	Air-gapped support	✓	✓	✓	✓	✓	✓
	TLS 1.2 & AES-256	✓	✓	✓	✓	✓	✓
	Bring Your Own Encryption Keys (BYOK)	✓	✗	✗	✓	✓	✓
	LDAP & AD Integration	✓	✓	✓	✓	✓	✓
	Immutable backups	✓	✓	✓	✓	✓	✓